



Beginning Exporter's Resource Guide

{A} NEW TO EXPORT, NEW BUSINESS OR START UP COMPANY

A book, free and online, to assess your current export business potential:

- *Breaking Into the Trade Game* – This book is a wonderful pre-assessment guide for your business to decide if exporting is right for you.

http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/exportlibrary/sbge/OIT_SB_GUIDE_EXPORT_INDEX.html

Export resource book – with forms & examples – free and online:

- *Basic Guide to Exporting* – This book provides information regarding the foundations of exporting, from developing an export strategy to making international contacts.

<http://www.unzco.com/basicguide/index.html>

{B} EARLY STAGE EXPORT or IMPORT BUSINESS

Once you have begun to formulate a business plan/export strategy and want to start.

For export / import business start-up help, contact & web site:

- New Mexico Office of International Trade: (505) 827.0300
- Publications on Importing from U.S. Customs & Border Protection website:

http://www.cbp.gov/xp/cgov/trade/basic_trade

For market research and web-based training opportunities: www.export.gov

New Mexico Small Business Development Center (SBDC) Network – Assistance is available from any of the 20 SBDCs in the state, including the New Mexico International Business Accelerator:

<http://www.nmiba.com>. The Centers offer counseling and training to existing and/or start-up businesses. To find the SBDC nearest you, please visit: www.nmsbdc.org.

SCORE, Counselors to America's Small Business – Free assistance from successful, retired executives that will help you develop your business plan. There are 3 SCORE Chapters in New Mexico. To find the SCORE nearest you, please visit: www.score.org.

Women's Business Centers (WBC) – SBA's WBCs are community-based technical assistance providers that target their business training, counseling, mentoring and other support towards women-owned and socially and economically disadvantaged businesses. WESST has 6 locations in New Mexico. To find the closest, please visit: www.wesst.org.

{C} MORE ESTABLISHED EXPORTERS

A one-stop center for access to federal export assistance programs, incl. financing:

- The U.S. Export Assistance Center offers market research, business counseling, regulatory assistance, and seminars. For a list of contacts, programs and services, see:

www.buyusa.gov/newmexico.

- *Export Legal Assistance Network (ELAN)* – Free legal advice on specific issues related to exporting, available ONE TIME ONLY, contact our office for referral. <http://www.exportlegal.org>